

Negotiation Fundamentals: 5 Steps to Negotiation Success

Exercise 3: Interests vs Positions

There was once only one orange left in a kitchen and two prominent chefs were fighting over it.

"I need that orange!"

"Yes, but I need that orange as well!"

Time was running out and they both needed an orange to finish their particular recipes for the President's dinner. They decided on a compromise: they grabbed one of the large kitchen knives that was lying around, split the orange in half, and each went to his corner to finish preparing his meal.

Each chef had stated their position: they needed an orange to complete the meal.

But what were their interests? How could you have figured out their interests? If both chefs needed an entire orange and each only got $\frac{1}{2}$ then each would have had to compromise with the meal.

Could there have been a better outcome? If so, what is it and would you have approached this differently?

Can you apply any of the best practices we have learned so far in this class?